



*Delaware Health
And Social Services*

DIVISION OF MANAGEMENT SERVICES

PROCUREMENT

DATE: February 16, 2011

HSS-11-025

Contracts and Accounts Receivable Review and Enhancement

for

Division of Management Services

Date Due: March 1, 2011

By 11:00 AM Local Time

ADDENDUM # 1 – Questions and Answers

PLEASE NOTE:

THE ATTACHED SHEETS HEREBY BECOME A PART OF
THE ABOVE MENTIONED RFP.

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Procurement Administrator

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Division of Management Services

Questions and Answers HSS-11-025

1. Understanding that Delaware will be best served by retaining the services of firms that specialize in specific areas such as procurement consulting, accounts receivable management, and revenue maximization, would the State be open to multi-awarding the contract and allow vendors to bid on portions of the scope as the skill sets required in the four work streams defined in the RFP scope rarely overlap within the same professional services firm?

Yes, DHSS would consider bids for portions of the scope of work.

2. Could the State please clarify the specific payment triggers for the four areas outlined in the scope? Specifically, for areas where the expected deliverable may be a set of recommendations and options for the State to consider, will the successful contractor be paid on completion of the deliverable? Would the State be open to a retainer or fixed fee arrangement for tasks that don't require implementing recommendations or creating savings?

These issues will be subject to negotiations with the successful bidder.